

2/19/88 A8720-1

POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K2O)

AGRICULTURAL STATE		DEC 1987	DEC 1986	JUL-DEC 1987/88	JUL-DEC 1986/87
AL	Alabama	3,713	1,564	30,193	24,876
AK	Alaska	61	0	131	727
AZ	Arizona	304	146	1,706	663
AR	Arkansas	3,740	1,675	22,806	9,873
CA	California	4,928	3,796	36,053	27,613
CO	Colorado	853	577	1,868	2,359
CT	Connecticut	175	151	934	1,179
DE	Delaware	621	3,525	6,136	11,510
FL	Florida	11,734	11,534	61,896	52,636
GA	Georgia	4,835	4,576	44,176	39,691
HI	Hawaii	75	910	7,381	3,778
ID	Idaho	776	819	7,798	9,833
IL	Illinois	72,723	70,573	359,182	333,188
IN	Indiana	48,941	33,700	180,745	157,200
IA	Iowa	67,459	62,838	266,364	206,492
KS	Kansas	4,525	1,364	23,815	10,301
KY	Kentucky	1,057	9,423	29,320	44,167
LA	Louisiana	28,762	9,703	64,103	33,101
ME	Maine	15	1,192	3,374	1,575
MD	Maryland	556	3,287	11,935	10,823
MA	Massachusetts	641	836	1,222	2,040
MI	Michigan	16,497	18,670	73,103	69,186
MN	Minnesota	50,355	47,719	175,627	163,483
MS	Mississippi	2,061	0	18,559	4,066
MO	Missouri	20,112	13,641	125,507	93,898
MT	Montana	2,062	657	4,955	4,197
NE	Nebraska	2,294	4,021	12,958	8,358
NV	Nevada	0	0	0	27
NH	New Hampshire	241	25	389	152
NJ	New Jersey	200	238	1,850	2,925
NM	New Mexico	1,218	1,708	4,168	3,330
NY	New York	3,623	3,350	12,141	26,430
NC	North Carolina	5,433	11,948	21,915	31,784
ND	North Dakota	2,059	3,368	9,821	11,168
OH	Ohio	30,474	51,405	182,269	212,747
OK	Oklahoma	1,266	410	11,734	7,821
OR	Oregon	3,033	1,415	13,633	10,841
PA	Pennsylvania	2,761	4,445	18,308	20,599
RI	Rhode Island	116	122	261	360
SC	South Carolina	2,170	4,354	19,935	26,541
SD	South Dakota	1,381	2,067	4,918	3,967
TN	Tennessee	29,870	6,008	46,393	28,066
TX	Texas	18,071	7,166	69,421	46,280
UT	Utah	97	200	3,292	1,151
VT	Vermont	14	35	951	911
VA	Virginia	2,285	28,253	26,202	34,605
WA	Washington	5,428	5,277	14,322	15,507
WV	West Virginia	122	294	364	733
WI	Wisconsin	41,041	43,965	113,273	130,736
WY	Wyoming	57	42	779	372
TOTAL U.S.:		500,835	482,992	2,148,186	1,943,866
<u>CANADA</u>					
AB	Alberta	1,883	735	9,324	5,722
BC	Brit. Columbia	213	580	1,264	7,296
MB	Manitoba	2,033	1,227	9,123	7,646
NB	New Brunswick	3,110	1,130	6,709	3,447
NF	Newfoundland	0	0	0	0
NS	Nova Scotia	225	604	1,756	1,205
ON	Ontario	22,437	15,082	101,478	48,678
PE	Pr. Edward Isle	478	1,330	4,738	3,575
PQ	Quebec	(660)	1,091	43,673	19,961
SK	Saskatchewan	320	538	13,321	3,372
TOTAL CANADA:		30,039	22,317	191,386	100,902
<u>EXPORT SALES:</u>		<u>348,902</u>	<u>373,282</u>	<u>1,899,559</u>	<u>1,737,765</u>
TOTAL AGRICULTURAL		879,776	878,591	4,239,131	3,782,533
Non-Ag U.S.		42,972	41,699	208,592	188,719
Canada		2,972	1,675	13,712	7,808
Exports		3,106	3,747	60,251	35,128
TOTAL NON-AGRICULTURAL		49,050	47,121	282,555	231,655
GRAND TOTAL.....		928,826	925,712	4,521,686	4,014,188

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)
DECEMBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	1,732	1,228	253	0	500	3,713
AK Alaska	0	61	0	0	0	61
AZ Arizona	59	0	49	190	6	304
AR Arkansas	16	0	3,601	123	0	3,740
CA California	2,181	2,008	261	29	449	4,928
CO Colorado	686	0	167	0	0	853
CT Connecticut	0	0	126	0	49	175
DE Delaware	0	606	15	0	0	621
FL Florida	3,710	3,810	911	968	2,335	11,734
GA Georgia	1,531	670	1,042	935	657	4,835
HI Hawaii	65	0	0	0	10	75
ID Idaho	76	115	585	0	0	776
IL Illinois	1,712	58,925	6,007	5,986	93	72,723
IN Indiana	1,686	30,611	11,685	4,930	29	48,941
IA Iowa	321	48,027	13,389	5,722	0	67,459
KS Kansas	169	1,187	2,846	262	61	4,525
KY Kentucky	61	942	0	42	12	1,057
LA Louisiana	0	12,861	14,542	1,334	25	28,762
ME Maine	0	0	15	0	0	15
MD Maryland	0	0	32	480	44	556
MA Massachusetts	0	0	143	496	2	641
MI Michigan	936	9,969	4,704	752	136	16,497
MN Minnesota	154	14,809	34,821	557	14	50,355
MS Mississippi	0	62	123	1,876	0	2,061
MO Missouri	3,772	3,984	10,862	1,479	15	20,112
MT Montana	0	0	1,959	103	0	2,062
NE Nebraska	271	207	1,019	556	241	2,294
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	241	0	0	0	241
NJ New Jersey	0	0	123	27	50	200
NM New Mexico	840	0	343	0	35	1,218
NY New York	2,191	142	1,170	63	57	3,623
NC North Carolina	742	787	122	3,670	112	5,433
ND North Dakota	0	40	2,019	0	0	2,059
OH Ohio	180	11,597	14,612	3,876	209	30,474
OK Oklahoma	551	75	304	319	17	1,266
OR Oregon	0	349	2,610	63	11	3,033
PA Pennsylvania	825	230	1,188	367	151	2,761
RI Rhode Island	0	0	116	0	0	116
SC South Carolina	305	671	416	249	529	2,170
SD South Dakota	0	229	1,113	39	0	1,381
TN Tennessee	4,986	12,452	12,187	140	105	29,870
TX Texas	1,402	1,643	13,319	627	1,080	18,071
UT Utah	5	15	77	0	0	97
VT Vermont	0	0	14	0	0	14
VA Virginia	243	121	123	1,699	99	2,285
WA Washington	1,560	209	3,295	192	172	5,428
WV West Virginia	0	122	0	0	0	122
WI Wisconsin	1,774	22,519	16,456	192	100	41,041
WY Wyoming	0	0	45	0	12	57
TOTAL U.S.:	34,742	241,524	178,809	38,343	7,417	500,835
CANADA						
AB Alberta	0	0	1,739	139	5	1,883
BC Brit. Columbia	0	0	191	0	22	213
MB Manitoba	0	681	1,327	25	0	2,033
NB New Brunswick	13	462	2,539	96	0	3,110
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	225	0	0	225
ON Ontario	19	9,557	12,547	0	314	22,437
PE Pr. Edward Isle	0	0	442	0	36	478
PQ Quebec	22	(137)	(658)	0	113	(660)
SK Saskatchewan	7	0	313	0	0	320
TOTAL CAN:	61	10,563	18,665	260	490	30,039
*EXPORT SALES:	248,724	24,437	51,890	19,697	4,154	348,902
TOTAL AG SALES	283,527	276,524	249,364	58,300	12,061	879,776
NON-AG U.S.	32,316	-	-	10,038	618	42,972
Canada	2,382	-	-	564	26	2,972
*Exports	333	-	-	2,773	0	3,106
TOTAL NON-AG SALES	35,031	-	-	13,375	644	49,050
GRAND TOTAL	318,558	276,524	249,364	71,675	12,705	928,826

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

DECEMBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	28	6,956	14,132	0	0	21,116
Brazil	1,893	10,682	21,604	0	0	34,179
Chile	10,685	0	0	0	0	10,685
China	58,571	0	0	0	0	58,571
Columbia	7,372	0	3,564	0	363	11,299
Denmark	6,173	0	0	0	0	6,173
Dom. Republic	0	0	3,518	55	0	3,573
Guyana	0	0	867	0	0	867
India	190	0	0	0	0	190
Indonesia	10,450	0	0	0	0	10,450
Japan	24,959	6,799	5,560	19,642	3,710	60,670
Korea	52,121	0	0	0	0	52,121
Malaysia	27,992	0	0	0	0	27,992
Martinique	0	0	2,645	0	0	2,645
Mexico	227	0	0	0	32	259
New Zealand	0	0	0	0	49	49
Norway	15,939	0	0	0	0	15,939
Peru	2,521	0	0	0	0	2,521
South Africa	4,828	0	0	0	0	4,828
Sri Lanka	5,368	0	0	0	0	5,368
Switzerland	17,058	0	0	0	0	17,058
Taiwan	2,349	0	0	0	0	2,349
TOTAL AG:	248,724	24,437	51,890	19,697	4,154	348,902
NON-AGRICULTURAL						
Japan	163	-	-	2,773	0	2,936
Mexico	107	-	-	0	0	107
Pakistan	12	-	-	0	0	12
United Kingdom	51	-	-	0	0	51
TOTAL NON-AG:	333	-	-	2,773	0	3,106
TOTAL EXPORTS	249,057	24,437	51,890	22,470	4,154	352,008

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)
DECEMBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	1,277	855	253	0	2,385
AK Alaska	0	61	0	0	61
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	0	123	123
CA California	0	0	63	0	63
CO Colorado	0	0	0	0	0
CT Connecticut	0	0	126	0	126
DE Delaware	0	606	15	0	621
FL Florida	3,689	3,570	911	968	9,138
GA Georgia	1,516	609	196	935	3,256
HI Hawaii	0	0	0	0	0
ID Idaho	0	4	122	0	126
IL Illinois	406	58,804	2,097	5,986	67,293
IN Indiana	30	30,369	11,685	4,930	47,014
IA Iowa	0	46,776	12,463	5,672	64,911
KS Kansas	0	0	0	14	14
KY Kentucky	61	942	0	42	1,045
LA Louisiana	0	12,737	13,796	0	26,533
ME Maine	0	0	15	0	15
MD Maryland	0	0	32	480	512
MA Massachusetts	0	0	143	496	639
MI Michigan	923	9,969	4,704	752	16,348
MN Minnesota	123	14,777	34,807	557	50,264
MS Mississippi	0	0	0	1,876	1,876
MO Missouri	0	150	967	207	1,324
MT Montana	0	0	1,959	103	2,062
NE Nebraska	0	0	80	556	636
NV Nevada	0	0	0	0	0
NH New Hampshire	0	241	0	0	241
NJ New Jersey	0	0	123	27	150
NM New Mexico	0	0	0	0	0
NY New York	2,191	142	1,170	63	3,566
NC North Carolina	0	787	122	3,670	4,579
ND North Dakota	0	40	2,019	0	2,059
OH Ohio	61	11,597	14,612	3,876	30,146
OK Oklahoma	0	0	0	319	319
OR Oregon	0	0	1,880	63	1,743
PA Pennsylvania	787	230	1,188	367	2,572
RI Rhode Island	0	0	116	0	116
SC South Carolina	305	671	416	249	1,641
SD South Dakota	0	229	1,068	39	1,336
TN Tennessee	4,392	12,405	12,187	124	29,108
TX Texas	0	0	0	0	0
UT Utah	0	0	0	0	0
VT Vermont	0	0	14	0	14
VA Virginia	243	121	123	1,699	2,186
WA Washington	1,560	194	3,081	192	5,027
WV West Virginia	0	122	0	0	122
WI Wisconsin	1,758	22,519	16,456	192	40,925
WY Wyoming	0	0	0	0	0
TOTAL U.S.:	19,322	229,527	138,809	34,577	422,235
CANADA					
AB Alberta	0	0	1,739	139	1,878
BC Brit. Columbia	0	0	191	0	191
MB Manitoba	0	681	1,327	25	2,033
NB New Brunswick	13	462	2,539	96	3,110
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	225	0	225
ON Ontario	19	9,557	12,547	0	22,123
PE Pr. Edward Isle	0	0	442	0	442
PQ Quebec	22	(137)	(658)	0	(773)
SK Saskatchewan	7	0	313	0	320
TOTAL CANADA:	61	10,563	18,665	260	29,549
*EXPORT SALES:	239,900	19,337	40,631	15,833	315,701
TOTAL AG SALES	259,283	259,427	198,105	50,670	767,485
NON-AG U.S.	17,911	-	-	9,612	27,523
Canada	2,382	-	-	564	2,946
*Exports	226	-	-	2,773	2,999
TOTAL NON-AG SALES	20,519	-	-	12,949	33,468
GRAND TOTAL	279,802	259,427	198,105	63,619	800,953

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

DECEMBER 1987

<u>AGRICULTURAL</u>	<u>STANDARD</u>	<u>COARSE</u>	<u>GRANULAR</u>	<u>SOLUBLE</u>	<u>TOTAL</u>
Australia	28	6,956	14,132	0	21,116
Brazil	1,893	8,670	20,939	0	31,502
Chile	10,685	0	0	0	10,685
China	58,571	0	0	0	58,571
Columbia	4,068	0	0	0	4,068
Denmark	6,173	0	0	0	6,173
India	190	0	0	0	190
Indonesia	10,450	0	0	0	10,450
Japan	22,187	3,711	5,560	15,833	47,291
Korea	52,121	0	0	0	52,121
Malaysia	27,992	0	0	0	27,992
Norway	15,939	0	0	0	15,939
South Africa	4,828	0	0	0	4,828
Sri Lanka	5,368	0	0	0	5,368
Switzerland	17,058	0	0	0	17,058
Taiwan	2,349	0	0	0	2,349
TOTAL AG:	239,900	19,337	40,631	15,833	315,701
<u>NON-AGRICULTURAL</u>					
Japan	163	-	-	2,773	2,936
Pakistan	12	-	-	0	12
United Kingdom	51	-	-	0	51
TOTAL NON-AG:	226	-	-	2,773	2,999
TOTAL EXPORTS:	240,126	19,337	40,631	18,606	318,700

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)
DECEMBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	455	373	0	0	500	1,328
AK Alaska	0	0	0	0	0	0
AZ Arizona	59	0	49	190	6	304
AR Arkansas	16	0	3,601	0	0	3,617
CA California	2,181	2,008	198	29	449	4,865
CO Colorado	686	0	167	0	0	853
CT Connecticut	0	0	0	0	49	49
DE Delaware	0	0	0	0	0	0
FL Florida	21	240	0	0	2,335	2,596
GA Georgia	15	61	846	0	657	1,579
HI Hawaii	65	0	0	0	10	75
ID Idaho	76	111	463	0	0	650
IL Illinois	1,306	121	3,910	0	93	5,430
IN Indiana	1,656	242	0	0	29	1,927
IA Iowa	321	1,251	926	50	0	2,548
KS Kansas	169	1,187	2,846	248	61	4,511
KY Kentucky	0	0	0	0	12	12
LA Louisiana	0	124	746	1,334	25	2,229
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	44	44
MA Massachusetts	0	0	0	0	2	2
MI Michigan	13	0	0	0	136	149
MN Minnesota	31	32	14	0	14	91
MS Mississippi	0	62	123	0	0	185
MO Missouri	3,772	3,834	9,895	1,272	15	18,788
MT Montana	0	0	0	0	0	0
NE Nebraska	271	207	939	0	241	1,658
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	50	50
NM New Mexico	840	0	343	0	35	1,218
NY New York	0	0	0	0	57	57
NC North Carolina	742	0	0	0	112	854
ND North Dakota	0	0	0	0	0	0
OH Ohio	119	0	0	0	209	328
OK Oklahoma	551	75	304	0	17	947
OR Oregon	0	349	930	0	11	1,290
PA Pennsylvania	38	0	0	0	151	189
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	529	529
SD South Dakota	0	0	45	0	0	45
TN Tennessee	594	47	0	16	105	762
TX Texas	1,402	1,643	13,319	627	1,080	18,071
UT Utah	5	15	77	0	0	97
VT Vermont	0	0	0	0	0	0
VA Virginia	0	0	0	0	99	99
WA Washington	0	15	214	0	172	401
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	16	0	0	0	100	116
WY Wyoming	0	0	45	0	12	57
TOTAL U.S.:	15,420	11,997	40,000	3,766	7,417	78,600
CANADA						
AB Alberta	0	0	0	0	5	5
BC Brit. Columbia	0	0	0	0	22	22
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	314	314
PE Pr. Edward Isle	0	0	0	0	36	36
PQ Quebec	0	0	0	0	113	113
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	490	490
*EXPORT SALES:	8,824	5,100	11,259	3,864	4,154	33,201
TOTAL AG SALES	24,244	17,097	51,259	7,630	12,061	112,291
NON-AG U.S.	14,405	-	-	426	618	15,449
Canada	0	-	-	0	26	26
*Exports	107	-	-	0	0	107
TOTAL NON-AG SALES	14,512	-	-	426	644	15,582
GRAND TOTAL	38,756	17,097	51,259	8,056	12,705	127,873

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

DECEMBER 1987

<u>AGRICULTURAL</u>	<u>STANDARD</u>	<u>COARSE</u>	<u>GRANULAR</u>	<u>SOLUBLE</u>	<u>SULPHATES</u>	<u>TOTAL</u>
Brazil	0	2,012	665	0	0	2,677
Columbia	3,304	0	3,564	0	363	7,231
Dom. Republic	0	0	3,518	55	0	3,573
Guyana	0	0	867	0	0	867
Japan	2,772	3,088	0	3,809	3,710	13,379
Martinique	0	0	2,645	0	0	2,645
Mexico	227	0	0	0	32	259
New Zealand	0	0	0	0	49	49
Peru	2,521	0	0	0	0	2,521
TOTAL AG:	8,824	5,100	11,259	3,864	4,154	33,201
<u>NON-AGRICULTURAL</u>						
Mexico	107	-	-	0	0	107
TOTAL NON-AG:	107	-	-	0	0	107
TOTAL EXPORTS:	8,931	5,100	11,259	3,864	4,154	33,308